

# **Professional Certification Program from IBM**

## **PROFESSIONAL CERTIFICATION PROGRAM FROM IBM**

**February 4, 1997**

# Professional Certification Program from IBM

## What is the Professional Certification Program from IBM?

The Professional Certification Program from IBM is the most comprehensive certification program in the industry which provides the best method to prove competencies in IBM hardware and software.

## What does this program provide our customers?

This program provides customers:

- Structured education roadmaps for achieving a specific skill

- Tests which measure the skills to implement and support or design and develop IBM solutions

- Benefits which help technical professionals maintain their technical vitality and keep up with today's rapidly changing technologies

# Professional Certification Program from IBM

## Database and Transaction Processing

IBM Certified DB2 Database Administrator (\*)  
IBM Certified DB2 Application Developer (\*)  
IBM Certified MQ Series Engineer (\*)  
IBM Certified Transaction Server Engineer (\*)

## Internet

IBM Certified Solutions Expert-SNG Firewall (\*)

## Networking Hardware (+)

IBM Certified Specialist - Ethernet  
IBM Certified Specialist - Token-Ring  
IBM Certified Specialist - 8229 Bridge & 2210 Router  
IBM Certified Specialist - 8271 & 8272 Switches  
IBM Certified Specialist - 8250 & 8260 HUBS  
IBM Certified Specialist - Nways Manager for Windows  
IBM Certified Specialist - ATM  
IBM Certified Specialist - 8235 DIALs Server  
IBM Certified Specialist - Nways Route Switch 8273 and 8274  
IBM Certified Networking Solutions Engineer - I  
IBM Certified Networking Solutions Engineer - II  
IBM Certified Networking Solutions Engineer - III  
IBM Certified Networking Solutions Engineer Instructor

## Networking Software

IBM Certified Network Communications Engineer (\*)  
IBM Certified Enterprise Communications Specialist (\*)  
IBM Certified LAN Server Administrator  
IBM Certified LAN Server Engineer (\*)  
IBM Certified LAN Server Instructor  
IBM Certified OS/2 Warp Server Administrator  
IBM Certified OS/2 Warp Server Engineer (\*)  
IBM Certified OS/2 Warp Server Instructor

## Object Technology

IBM Certified VisualAge for Smalltalk Associate Developer (\*)  
IBM Certified VisualAge for Smalltalk Developer

IBM Certified VisualAge for C++ Object-Oriented Associate Developer (\*)  
IBM Certified VisualAge for C++ Object-Oriented Developer  
IBM Certified VisualAge for COBOL Object-Oriented Associate Developer (\*)  
IBM Certified VisualAge for COBOL Object-Oriented Developer

## Operating Systems

IBM Certified OS/2 Engineer (\*)  
IBM Certified OS/2 Instructor  
IBM Certified OS/2 Warp Developer (\*)  
IBM Certified AIX End User  
IBM Certified AIX Specialist - AIX Administration (\*)  
IBM Certified AIX Specialist - AIX Support (\*)  
IBM Certified Advanced Technical Expert - RS/6000 AIX (\*)

## Systems Hardware

IBM Certified AS/400 Associate System Operator  
IBM Certified AS/400 Professional System Operator  
IBM Certified AS/400 Associate System Administrator  
IBM Certified AS/400 Professional System Administrator  
IBM Certified AS/400 Integrator for NetWare

## Lotus

Lotus Certified Notes Application Developer  
Lotus Certified Notes Systems Administrator  
Lotus Certified Notes Consultant  
Lotus Certified Notes Specialist  
Lotus Certified cc:Mail Specialist  
CLP Application Developer  
CLP Principal Application Developer  
CLP System Administrator  
CLP Principal System Administrator

## PC Servers (#)

Professional Server Specialist  
Professional Server Expert - OS/2 LAN Server  
Professional Server Expert - Novell NetWare  
Professional Server Expert - Microsoft Windows NT Advanced Server

### *Channel Pgms (as of 1/21/97):*

(\*) **BESTeam**

(+) **NETeam**

(#) **TechConnect**



# Professional Certification Program from IBM

## Who should be certified?

Technical professionals who implement and support or design and develop IBM applications or network solutions

- Corporate IT professionals
- Consultants
- Business Partners
- VARs
- Integrators
- System and Network Administrators
- Support Technicians
- Developers
- Instructors

# Professional Certification Program from IBM

## WHY BE CERTIFIED?

### INDIVIDUAL BENEFITS

- Higher salaries (11.7% avg)
- Job qualification
- Industry Recognition

### COMPANY BENEFITS

- Lower support costs
- Increased productivity
- Evaluation tool
- Good return on training investments

### RESELLER BENEFITS

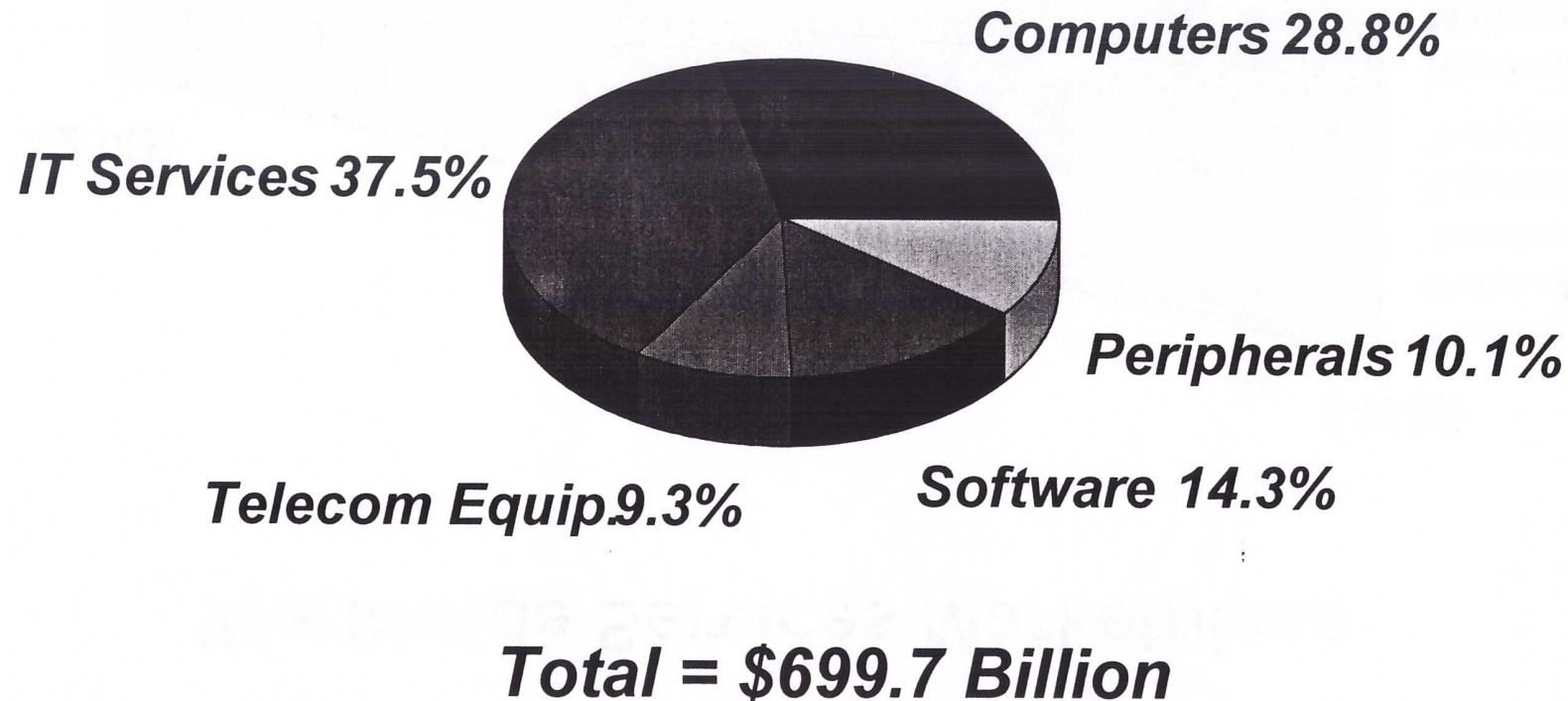
- Increased productivity
- Be competitive
- Technical Benefits through Business Partner Programs (e.g. BESTeam Software Program)

# Professional Certification Program from IBM

Productivity Payback (IDC, 1996)			
	Monthly PC Support Staff Cost per Employee	Monthly Downtime Cost per Server	Total Annual Cost
Certified	\$167	\$1,338	\$18,060
Non-Certified	\$452	\$2,204	\$31,872
Savings	\$285	\$ 866	\$13,812
Savings Percentage	170%	65%	76%

# Professional Certification Program from IBM

## 1996 Worldwide IT Market by Segment



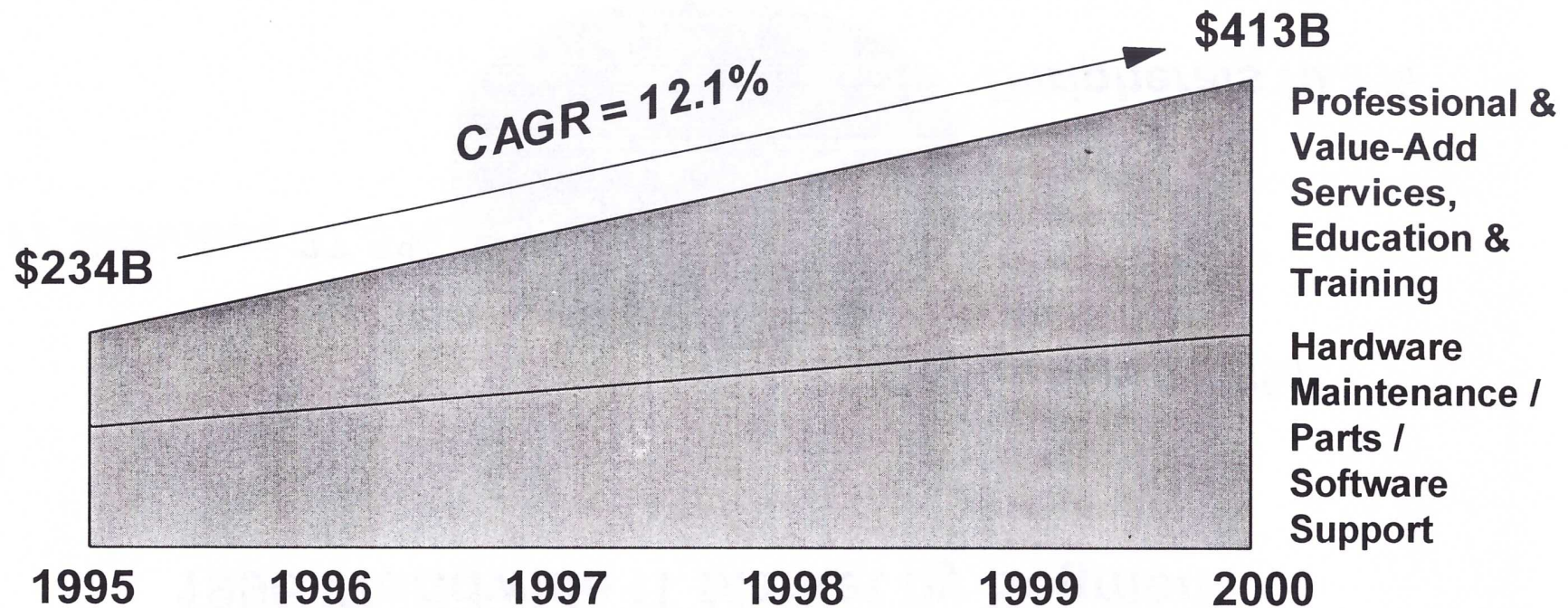
(Includes \$162.6 billion in semiconductor content across industries)

Source: Dataquest, 1996



# Professional Certification Program from IBM

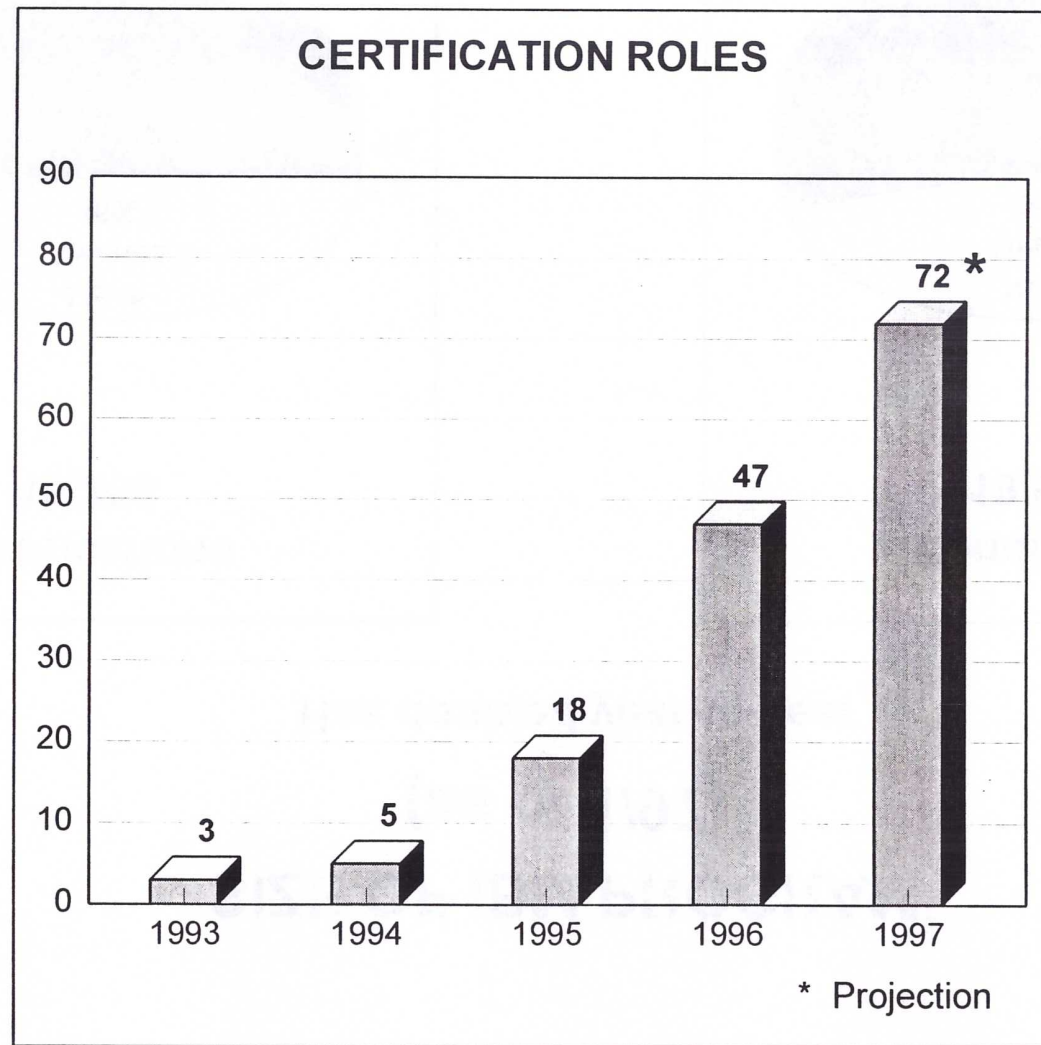
## Worldwide Services Marketplace



Source: Dataquest, 1996



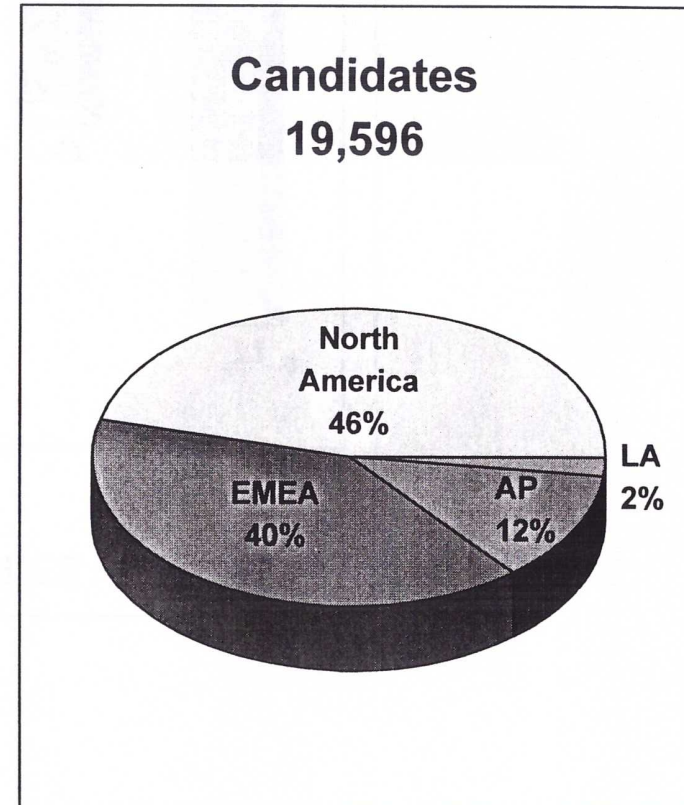
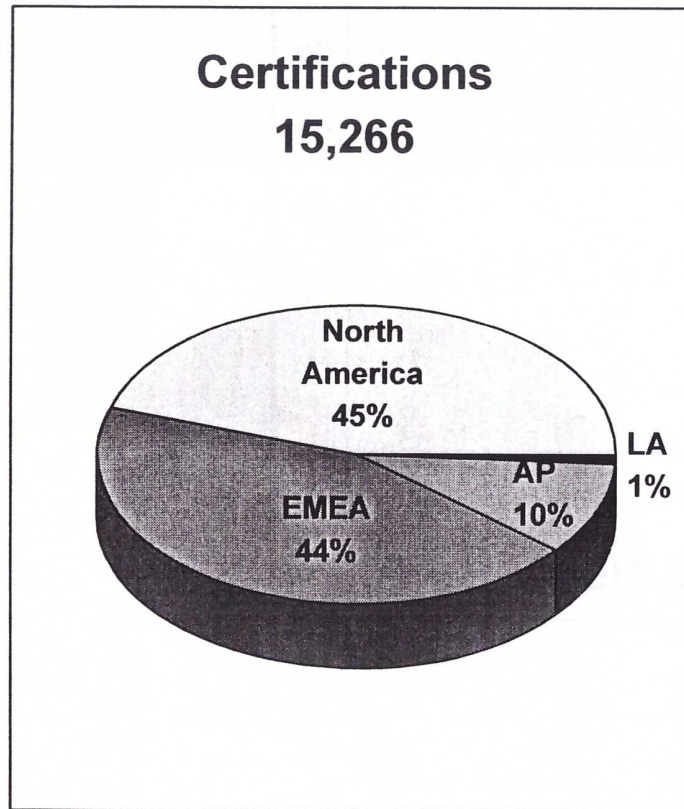
# Professional Certification Program from IBM



# Professional Certification Program from IBM

## SIZE OF IBM PROGRAM (as of 1/97)

Has doubled year-to-year



# Professional Certification Program from IBM

## OS/2 Engineer

### Core Requirement:

Test 200  
OS/2 Warp 4  
Fundamentals

Test 201  
OS/2 Warp 4  
Connectivity

Test 202  
OS/2 Warp 4  
Adv'd Concepts  
& Support

### Update Requirement:

Test 202  
OS/2 Warp 4  
Update for OS/2  
Engineers

(For OS/2 2.1 or Warp V3  
Engineers)

### Education:

- Roadmap/Education brochures available from Sylvan Prometric (1-800-959-EXAM)
- Handbook available for \$59.95 from
  - Sylvan Prometric
  - Indelible Blue (1-800-776-8284)
- Reseller CBT to be available from IBM Teach (1-800-IBM-TEACH)



# Professional Certification Program from IBM

## OS/2 Warp Server Engineer

### Core Requirement:

Test 133  
OS/2 Warp (V3)

OS/2 Engineers  
for OS/2 Warp V3  
waive Test 133

Test 126  
OS/2 Warp  
Connect

Test 132  
OS/2 Warp  
Server

### Update Requirement:

Test 130  
OS/2 Warp Server  
Adv. for LS 3.0  
Engineers

Test 131  
OS/2 Warp Server  
Adv. for LS 4.0  
Engineers

### Education:

- Roadmap/Education brochures available from Sylvan Prometric (1-800-959-EXAM)
- Study Kit available from Sylvan Prometric
- Handbook to be available March-April '97 for \$59.95

# Professional Certification Program from IBM

## Certification Advantage Programs

- IBM recognize skills you have proven through another vendor's certification
- Novell (CNE's, MCNE's, ECNE's) and Microsoft (MCSE's) certifications qualify you for 1-test Advantage program:
  - OS/2 LAN Server Engineer Advantage: Test 122
  - OS/2 Warp Server Engineer Advantage: Test 129
- Once test is passed, fax/send copy of vendor certification:
  - Fax: (512) 838-7961, Attn: <vendor> Certificate
  - Mail: Professional Certification Program from IBM  
IBM Corporation, Mail Stop 3013  
11400 Burnet Rd  
Austin, Tx 78758 Attn: <vendor> Certificate

# Professional Certification Program from IBM

## Test Preparation

- Roadmap/Education Brochures: From Sylvan Prometric
- Test Objectives and Sample Tests (available for all tests)
  - Certification Web page, Select "Get Certified"
  - IBM Fax Service
  - Sylvan Prometric
- Classroom
  - IBM Education & Training: Courses listed in Roadmap/Education brochures
  - Course info on: <http://www.training.ibm.com/ibmedu>  
Select "Go" for US courses; Select "Course Catalog"
- Other Education Vehicles (availability varies by certification)
  - Handbooks, Redbooks, CD ROM CBT's
  - Study Guides (for the IBM Software Servers):  
[www.software.ibm.com/sw-sell/besteam/studyguides](http://www.software.ibm.com/sw-sell/besteam/studyguides)



# Professional Certification Program from IBM

## Plans: OS/2 Warp, OS/2 Warp Server

### ■ 1997: Maintenance Year

#### – Products:

- OS/2 Warp 4: Functional enhancements available via alternate software delivery.
- OS/2 Warp Server: Guidance on co-existing with OS/2 Warp 4

#### – Certification:

- OS/2 Warp 4 Tests: Review content
- Warp Server Tests: Take out of "Beta"
- Study materials: Improve availability worldwide

### ■ 1998: New Releases

#### – Products:

- Continued move to support "Network Centric"

#### – Certification:

- Will be updated to support major product changes

# Professional Certification Program from IBM

## Plans: Certification Program in General

- Continue to increase program awareness
- Continue to double number of certifications
- Focus on Internet and Middleware (DB2, Networking Systems Transaction Server, MQ Series, etc.)

# Professional Certification Program from IBM

## Key Messages

- **Certification is growing rapidly as a result of IT services industry growth**
- **The marketplace is realizing an increased need for certification to define and differentiate technical professionals**
- **IBM has the most comprehensive certification program in the industry spanning hardware and software**
- **Certification is the foundation for many IBM business partner programs (BESTeam, NETeam, TechConnect)**



# Professional Certification Program from IBM

## Where is more Certification information?

- Worldwide Web: [www.ibm.com/certify](http://www.ibm.com/certify)
- Sylvan Prometric: 1-800-959-EXAM (1-800-959-3926)
- IBM Fax Service: 1-800-IBM-4FAX (1-800-426-4329)
- inCERT Newsletter

## Where is more product information?

- OS/2 Warp: [www.austin.ibm.com/pspinfo/os2.html](http://www.austin.ibm.com/pspinfo/os2.html) (Warp 4)  
[www.austin.ibm.com/pspinfo/os2too.html](http://www.austin.ibm.com/pspinfo/os2too.html) (Warp Family)
- OS/2 Warp Server: [www.ibm.com/os/warp-server](http://www.ibm.com/os/warp-server)
- Teleseminar: [www.austin.ibm.com/pspinfo/telesemi.html](http://www.austin.ibm.com/pspinfo/telesemi.html)

## Where is more BESTeam information?

- [www.ibm.com/besteam](http://www.ibm.com/besteam)

# Professional Certification Program from IBM

## Give Us Feedback

- What would you like to see improved?
- How can we contact you??
- How you can contact us with concerns
  - General Customer Support: [certify @ vnet.ibm.com](mailto:certify@vnet.ibm.com)
  - Laura Adams: [lsadams@ausvmr.vnet.ibm.com](mailto:lsadams@ausvmr.vnet.ibm.com)



© IBM Corporation

## Certification



### Welcome...

...to the **Professional Certification Program from IBM** home page. Watch this space for information about THE most comprehensive international certification program in the industry!

☒ What's new.....(Updated January 23, 1997)

Announcements, promotions, special offers...

☒ Where to begin:

General Professional Certification Program information:

- Program Description
- Worldwide Phone Number Listing

☒ Get Certified!

A complete listing of every certification IBM offers, and access to certification roadmaps. View a **Certification Roadmap** to see which tests are required for certification and what prerequisites are recommended before testing. **Test objectives** and **sample tests** can be found here too!

### **inCERT** Newsletter

The latest in IBM certification for technical professionals who know nearly everything.

- June/July 1996 Edition
- September/October 1996 Edition

☒ Related Web Sites:

- Certified Lotus Professional (CLP) Program
- Institute for Certification of Computing Professionals (ICCP)
- Network Professional Association (NPA)
- IBM Certification and Testing Consulting Services

---

[ [IBM home page](#) | [Order](#) | [Search](#) | [Contact IBM](#) | [Help](#) | (C) | (TM) ]

# Professional Certification Program from IBM

## Phoenix Area - Sylvan Prometric Testing Centers

### ■ Phoenix:

- Midak 602-266-9029
- New Horizons 602-437-3000
- Executrain 602-955-7787

### ■ Scottsdale:

- Micro Professionals 602-945-0992
- Mind Works 602-874-1500

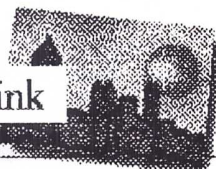
### ■ Tempe:

- Training Solutions 602-431-1100





IBM Link/InfoLink



© 1995 IBM Corporation

## Education - Location's Schedule

**DD7****Phoenix 2929 Central****2929 N Central Ave****Phoenix, AZ**

CODE	COURSE TITLE	DAYS	FEB	MAR	APR	MAY	JUNE	JULY
CF020	DB2 for MVS Version 4 Tr	2	11					
CF310	DB2 for MVS Data Sharing	2	13					
CF830	DB2 For MVS Database Adm	5		03				
CF890	DB2 for MVS Application	3	26					
G3740	TCP/IP Architecture	2					16	
* G3789	IBM TCP/IP for Workstati	3					18	
G3795	An Introduction to Integ	3			09			
G3829	NetView Customization Wo	5			21			
L3023	Information/Management B	5			14			
L3024	Information/Management A	5				19		
* N1880	OTU VisualAge C++: Using	5				19		
N1918	R/DARS-400 Implementatio	4		18				
N2001	Building Business Soluti	2			15			
N2027	COBOL and LE for MVS: Ad	2	27					
S6020	AS/400 Control Language	4					17	
S6023	Operating System/400 Str	2					23	
S6027	AS/400 Performance Analy	3					25	
S6029	AS/400 System Operator W	3				07		
S6041	AS/400 Advanced System O	3			08			
S6049	AS/400 Concepts and Faci	4		18			10	
S6085	The New World of RPG IV	4					02	
S6086	AS/400 RPG IV Programmin	4		11				
S6088	AS/400 RPG IV Programmer	4			28			
U3929	CICS/ESA Version 3 Probl	5	17					
U3954	A Technical Introduction	2	17	24				

	U3955	MQSeries Technical Works	3		26	
	U3960	MQSeries Application Pro	3	19		
	U4040	DB2 Family Fundamentals	2	24		
*	U4045	SQL Workshop	2		23	
*	U4250	DB2 Common Server Overvi	2		21	
	U4253	Using DataJoiner	2	10		
	U4254	DataJoiner Administratio	3	12		
*	U4263	Database Administration	5		28	
*	WS730	Warp Server Admin I	4			10
	W9905	Data Base Administration	5	03		

---

[ [News](#) | [Up](#) | [Main Menu](#) | [Index](#) | [Feedback](#) | [Logon](#) | [Utilities](#) | [Move Up](#) | [Icons](#) | [Help](#) | [What Is](#) ]

For IBMLink customer support, click on the Feedback icon for further information.

All contents Copyright ©1995, IBM. All Rights Reserved.